

WTC Goa organises seminar to celebrate International MSME Day 2022



(From left to right): Mr. Cyril Desouza, Assistant Director - Trade Promotion, WTC Goa; Mr. Prasad Navelkar, Casfer Technologies; Mr. Mario Furtado, Proprietor of Furtado Custom House Agents; Mr. Atul Anand, Chief Manager, State Bank of India and Mr. John Rodrigues, Chief Operating officer, Machado & Sons, Agents & Stevedores Pvt. Ltd.

On the occasion of International MSME Day, World Trade Center Goa organized a seminar with the aim of understanding Goa's potential of becoming an export hub. The seminar also focused on opportunities that are available for MSMEs to reach their highest potential.

Speakers at the event also discussed other critical aspects of an export business, such as access to finance, logistics, warehousing etc. that could help the Goan MSMEs in reaching their true potential. Some speakers also shared their views on the steps that the state of Goa needs to take in order to become a true export hub.



While speaking on the warehousing sector, **Mr. John Rodrigues, Chief Operating officer, Machado & Sons, Agents & Stevedores Pvt. Ltd.**, spoke on the evolution of the warehousing sector in Goa. He pointed out that although warehousing services have come a long way, they still face many challenges, like - warehousing business being bracketed in the same group as real estate, and hence banks refuse to extend loans at a concessional rate.

He strongly recommended that if warehousing services are to be made truly viable for the MSMEs then an 'Industry Status' needs to be given to the warehousing sector. "This move will reap more benefits for the sector and also enable it to be more competitive in the pricing of their services to the MSMEs," remarked Mr. Rodrigues.

Mr. Prasad Navelkar, Casfer Technologies, while speaking on the subject of logistics services, pointed out that MSMEs in order to have a sound logistical experience for their cargo, need to be meticulous with their documentation, packaging, terms of trade and payment terms. He also propagated that if there could be a common place for the consolidation of a particular product then its export potential could be better calculated.



Mr. Mario Furtado, Proprietor of Furtado Custom House Agents based in Goa, while speaking on the way forward for MSMEs to have a good supply chain from Goa, mentioned, "The containerised cargo transport in Goa has taken a big hit as the feeder vessel that facilitated cargo movement from Goa to various ports, especially JNPT in Mumbai has been discontinued."

Mr. Furtado pointed out that there are about 2460 MSME units spread across 23 Industrial Estates in Goa and he looked forward to EXIM Services being offered in Goa so that mother vessels could call on the Mormugao Port and help the MSMEs with better containerised transport system. He opined that a dedicated berth at Mormugao Port needs to be developed in order to exclusively service the Containerised traffic.



Mr. Atul Anand, Chief Manager, State Bank of India, spoke on various schemes that his bank is offering to MSMEs. He spoke on the Export Packing Credit, Bill Re-discounting scheme, Pre-shipment Credit in Foreign currency scheme, Warehouse Receipt Finance scheme and SBI Asset backed loans scheme among other schemes, which he said would help the MSMEs especially in the arena of boosting their exports.

A very interactive Q&A session was also organized in which Mr. Agnelo Menezes, Proprietor of Menezes Enterprises, made a passionate plea to the Government of India to consider extension of the moratorium under ECLGS Scheme, as many MSMEs are still recovering from the adverse effect of the unforeseen second wave of COVID-19.

Mr. Cyril Desouza, Assistant Director - Trade Promotion, WTC Goa, in his address, pointed out to some of the issues that requires immediate policy attention to support exports from Goa. He said, "Bottlenecks in the transportation sector experienced at Panzorconnoi Village, ICD Bali, the incomplete portion of four-lane highway between Margao and Navelim and the incomplete bridge that connects the newly built Baina Flyover to the Mormugao Port need to be attended at the earliest. By attending these issues, we can ensure a seamless containerised transportation system to support MSME exports from Goa."



The Seminar was organized on June 27, 2022 at Nalanda Hall, EDC House, Goa.

